

**B A, B SC, B COM DEGREE END SEMESTER EXAMINATION - NOVEMBER 2024****UGP (HONS.) SEMESTER - 1: MULTIDISCIPLINARY COURSE IN PSYCHOLOGY****COURSE: 24UPSYMDC101 - UNDERSTANDING SELF AND OTHERS***(For Regular 2024 Admission)*

Time: 1.5 Hours

Max. Marks - 50

**PART- A: Answer all (1 mark each)**

1. The phenomenon where group members become more committed to their initial decision as they gather more information is known as .....
2. Freud's view of personality development is based on the concept of ..... Stages.
3. .... is a set of group expectations for appropriate thoughts and behaviors of its members.
4. Maslow used the term ..... to describe the tendency of individuals to fully utilise their talents and potentials.
5. The tendency for group members to reduce their individual effort when working collectively is known as .....
6. In a ..... classroom, students collaborate to solve a problem by sharing their individual pieces of information.
7. The tendency to seek out information that confirms our existing beliefs is called .....
8. A boy named Akash needs Rs.200 more to go out with his friends. He asks his mother for Rs.500 but she tells him he can have Rs.300 instead. In the end, Akash ended up with Rs.100 more than he originally planned. What compliance technique did Akash use?
9. .... is the act of blaming an out-group when the in-group experiences frustration or is blocked from obtaining a goal.
10. A person who attributes the behavior of others to internal factors and their own behavior to external factors is exhibiting which bias? (10 x 1 = 10 marks)

**PART - B: Answer Any 5 (2 marks each)**

11. Explain any two factors that influence interpersonal attraction.
12. Describe a time when you or someone you know used the foot-in-the-door technique to gain someone's compliance.
13. Explain why the following situation is not an example of discrimination: A teacher seats students wearing short sleeves on the left half of the room and students wearing long sleeves on the right half of the room.
14. How does arousal theory explain motivation?
15. How does the presence of others affect individual task performance?
16. What is the halo effect? How can it influence our judgments of others?
17. In which situation is autocratic leadership most suited? (5 x 2 = 10 marks)

**PART – C: Answer Any 2 (5 marks each)**

18. Identify non-verbal communication cues that you use on a daily basis. How does it help in your communication with others?
19. Describe and evaluate the use of interview as a method of personality assessment.
20. Give an example when you felt that someone was prejudiced against you. What do you think caused this attitude? Did this person display any discrimination behaviors and, if so, how?
21. Discuss the stages of group formation with reference to the groups you have been a part of. (2 x 5 = 10 marks)

**PART – D :** Read the case given and answer the questions that follow.

Answer Any 1 (5 marks each)

22. A multinational technology company has formed a new product development team to create a revolutionary new smartphone. The team consists of 10 members from various departments, including engineers, designers, marketers, and researchers. The team leader, Ravi, is a seasoned product manager with a reputation for his innovative approach to product development. The team has been tasked with developing a smartphone that is not only technologically advanced but also meets the needs and preferences of a wide range of consumers. However, the team is facing several challenges, including tight deadlines, conflicting priorities, and disagreements among team members.

**Questions:**

- What leadership style do you think Ravi should adopt to effectively lead the team and overcome the challenges they are facing? Justify your answer. (2 marks)
  - How can the team use group decision-making techniques to ensure that they make informed and effective decisions? (2 marks)
  - How can the team leader prevent social loafing from occurring? (1 mark)
23. A new student, named Aryan, transfers to a prestigious school in India. He comes from a different socioeconomic background and has different cultural experiences than his new classmates. He faces challenges such as feeling isolated, struggling to fit in, and dealing with peer pressure. Aryan's family recently moved to the city from a rural area. He is the only child in his family and has limited social experience. Aryan is interested in sports and music, but he is unsure how to join extracurricular activities at his new school. Additionally, Aryan has a learning disability that can make it difficult for him to keep up with his classmates, especially in subjects like math and science. He is feeling overwhelmed and stressed by the pressure to succeed and meet the expectations of his parents and teachers

**Questions:**

- How might Ethan's cultural background and experiences have influenced his sense of belonging and identity in his new school? (2 marks)
  - What are some specific challenges Ethan might face due to his learning disability? (1 mark)
  - What specific strategies can be implemented by the school community create a more inclusive and supportive environment for new students, like Ethan? (2 marks)
- (1 x 5 = 5 marks)

**PART - E Answer Any 1 (15 marks each)**

24. According to Freud, what are the psychosexual stages of development? Explain each stage in detail.
25. What are heuristics? How do different heuristics play a role in our understanding of our social world?
26. Analyze how socialization has shaped your understanding of gender roles and expectations in Indian society. Consider the influence of family, peers, media, and cultural norms in shaping your perceptions. (1 x 15 = 15 marks)